

GREAT LAKES

2020 1st Half SPIF Promotional Offers

Sell Period: January 6, 2020 - June 26, 2020

Install Period: January 6, 2020 - July 3, 2020

Submit Claims by: July 10, 2020*



Receive up to **\$325**

The Ultimate Comfort System™

Up to \$325 when you sell an XC/XP25, SLP98V/CBA38MV, iComfort® S30, iHarmony® and PureAir™ S System.

System SPIF Offers**

MODEL	SLP98V	CBA38MV	SL280V	EL296V
XP/XC25	\$255	\$255	\$200	\$170
XP/XC21	\$170	\$170	\$150	\$120
XP/XC20	\$155	\$155	\$120	\$110
SLP18XP/XC1	\$120	\$120	\$100	\$90
XP/XC16	\$105	\$100	\$80	\$80
EL16XP/XC1	\$85	\$85	\$70	\$70

SYSTEM ADD-ONS	AMOUNT
iComfort® S30	\$20
iHarmony®	\$25
PureAir™	\$10
PureAir™ S	\$25

**All System SPIF Offers must include a thermostat option. For full system eligibility requirements, see promotional guidelines.

Individual SPIF Offers

OUTDOOR	AMOUNT
XP/XC25	\$50
XP/XC21	\$40
XP/XC20	\$35
SL18XP/XC1	\$25

DUCTLESS	AMOUNT
Mini-Split Outdoor	\$60
Mini-Split Indoor	\$40

INDOOR	AMOUNT
SLP98V	\$50
SL280V	\$35
EL296V	\$25
EL296E	\$15

BLOWER COIL	AMOUNT
CBA38MV	\$25

PACKAGED UNITS	AMOUNT
LRP16	\$45
LRP14	\$25

NW83RS0520

Lennox Industries Inc. reserves the right to cancel or change this program at any time.

*Claims must be submitted 14 days from installation or by July 10, 2020, whichever occurs first.



2020 1st Half SPIF Promotional Guidelines



System Eligibility:

- All Lennox System SPIFs require a qualifying indoor unit, qualifying outdoor unit, and a qualifying thermostat.
- Serial numbers are required for indoor units, outdoor units and iComfort® thermostats. Be sure to keep serial numbers on file.
- XC/XP25 and XC/XP20 units must be paired with an iComfort®-enabled indoor unit and iComfort® S30, or iHarmony® control option.
- Qualifying thermostat options for the remaining system combinations, include iComfort® S30, iComfort® E30, or iComfort® M30.
- iHarmony®, iComfort® S30, PureAir™ and PureAir™ S are system add-ons only. They do not qualify for an individual SPIF and cannot be combined with individual unit offers. They must be purchased with a qualifying system to redeem additional SPIF amounts.
- Only equipment and systems listed on promotion are eligible for this offer and are subject to availability.
- Multiple qualifying products may be sold within an individual family or household.

Dealer Eligibility:

- The dealer must have purchased a 2020 Lennox CAP package to participate in this promotional offer.
- This offer applies to residential installations only. Commercial installations, dealership employees, homebuilder or contractor purchases for new construction, homeowner upgrade through home builder or contractor, installations in multi-family dwellings or any dwelling other than a single-family residence do not qualify for this offer.
- Submission will not be accepted for retailers, clubs, organizations, wholesalers, contractors or self sales.
- This offer is not valid through Retail partners, such as, but not limited to, Costco or Lowe's. Home Depot sales are eligible.
- This promotion cannot be combined with any other Lennox promotional offer, unless otherwise stated.

Claim Submission:

- All Claims and documentation must be submitted online. No claims or paperwork will be accepted by mail.
- Homeowner invoice can either be uploaded or emailed (instructions are given on 360 Insights website).
- Lennox model and serial numbers must be included on the Homeowner invoice.

Disclaimers:

- Lennox is not responsible for lost, stolen, or misdirected paperwork or re-loadable prepaid cards.
- U.S. residents are subject to a 1099 miscellaneous income tax for SPIFs totaling \$600 or more annually.
- Canadian residents are subject to a T4A miscellaneous income tax for SPIFs totaling \$500 (CAD) or more annually.
- Canadian residents living in Montreal must report all SPIFs regardless of amount.
- Lennox Industries Inc. reserves the right to inspect an installation that is part of this program.
- Valid only on sales and installations completed within the program dates, otherwise the SPIF reward will be forfeited.

First Time Users Must Register!

- Register ASAP, as it will take up to 4 weeks for a new debit card to arrive. The card will NOT have funds on it when the user first receives it. Funds will be loaded after activation. Access the 360 site through LennoxPros at: www.LennoxPros.com > Resources > Sales Tools > SalesPerson SPIFs > Get Started
- Don't have a LennoxPros login? Ask your Dealership LennoxPros administrator to get access OR contact the LennoxPros e-commerce group at 1-877-570-0123.
- Registration is processed within 48 hours. Comfort Advisor will receive an email confirmation when they will be able to enter claims.

Lennox Branded Re-Loadable Prepaid Card:

- Eligible participants will receive a re-loadable prepaid card, please retain the card. There is a replacement fee for lost/stolen cards.
- Funds for approved claims will be assigned to your card within 3 weeks after claims have been approved.
- The card will be sent to the address entered when the participant registered.
- Claims can be entered as soon as your account is activated, before a card is received. Late claims will not be accepted if there is a delay in receiving the card.
- Participants will be able to check their account balance for funds via the Lennox Incentives website found on LennoxPros.
- Any funds earned will not be paid if card has not been activated within 3 months of being mailed to recipient.

Questions/Need Help?

Claim Support: Contact 360 Insights at 1-855-458-5462 or email lennoxpromotions@360incentives.com

Debit Card Support: Contact daVinci Card Services at 1-888-794-3828

LennoxPros Account Access Support: Contact the eCommerce Group at 1-877-570-0123



CONSUMER REBATE OFFERS



TRUST | INNOVATION | QUALITY

WINTER 2020

Receive a Lennox rebate up to \$1,500*

📍 GREAT LAKES NW83CR0420

SYSTEM REBATE MATRIX*

	SLP98V	CBA38MV	SL280V	EL296V
XP/XC25	\$1,200	\$1,200	\$950	\$850
XP/XC21	\$1,000	\$1,000	\$825	\$650
XP/XC20	\$1,000	\$1,000	\$825	\$650
SL18XP/C1	\$550	\$550	\$475	\$325
XP/XC16	\$375	\$375	\$325	\$300
EL16XP1	\$350	\$350	\$300	\$275
EL16XC1	\$275	\$275	\$250	\$225



SYSTEM "ADD-ONS"

iComfort® S30	\$100
iComfort® E30	\$50
iComfort® M30	\$15
PureAir™ S	\$100
PureAir™	\$25
iHarmony®	\$100

*SYSTEM ELIGIBILITY

1. All system rebate offers must include a qualifying thermostat.
2. System add-ons do not qualify for an individual rebate and cannot be combined with individual unit offers.
3. For full-system eligibility requirements, please see promotional guidelines.

QUALIFYING THERMOSTATS

- iComfort® S30
- iComfort® E30
- iComfort® M30
- CS7500
- CS5500
- Nest
- Honeywell Programmable
- Emerson Programmable
- Ecobee

INDIVIDUAL REBATES

PACKAGED UNITS**

LRP16	\$400
-------	-------

INDOOR UNITS

SLP98V	\$250
SL280V	\$150
EL296V	\$100
GWM	\$200

MINI-SPLITS

MWM, MCF, M22/M33, MMD	\$50
MLA, MPB	\$250

**Packaged units are eligible to receive system add-on rebates.

SELL BETWEEN: January 13, 2020 through February 7, 2020

INSTALL BY: February 14, 2020

SUBMIT CLAIMS BY: February 28, 2020

Disclaimer: Rebate requires purchase and installation of qualifying items and submission of a completed online rebate form and proof of purchase to lennoxconsumerrebates.com no later than February 28, 2020. Rebate is paid in the form of a Lennox Visa® Prepaid card. Card is subject to terms and conditions referenced on card and expires 12 months after the date of issue. Conditions apply. The Visa prepaid card can be used anywhere Visa cards are accepted worldwide. The Visa card is issued by Peoples Trust Company pursuant to licence by Visa Int. *Trademark of Visa International Service Association and used under licence by Peoples Trust Company. See promotional guidelines for terms and conditions.

CONSUMER FINANCING OFFERS



TRUST | INNOVATION | QUALITY

WINTER 2020

DLSC or Elite System Financing Offers*

Finance a new Lennox system for as low as **\$116** a month

(based on \$10,000 retail system and a payment factor of 1.16%)

Plan	Description	Promo Rate	Lennox Refund	Dealer Cost
4316	3 Month Deferral Rolled Into 6.99% APR for 120 Months	5.00%	5.00%	0.00%
3060	60 Months Equal Payments No Interest	14.90%	5.00%	9.90%
3036	36 Months Equal Payments No Interest	13.25%	5.00%	8.25%

Qualifying System Options

Eligible Indoor Unit Options	Eligible Outdoor Unit Options	Required	Reimbursement
SLP98V, CBA38MV, SL280V, SLO185V, GWM, EL296V, EL196E, EL280E, CBA27UH, CBA25UHV, MLA, MPB	XP/XC25, XP/XC21, XP/XC20, SL18XP/C1, XP/XC16, EL16XP1, EL16XC1, LRP16, LRP14, MWM, MCF, M22/M33, MMD	Qualifying Thermostat or System "Add-On"	\$1,050 max

Additional System Financing Offers*

Plan	Description	Promo Rate	Lennox Refund	Dealer Cost
1018	18 Months No Interest With Payments	5.00%	3.00%	2.00%
2012	12 Month Deferral (No Interest No Payments)	5.00%	3.00%	2.00%

Component #1: Sell (1) eligible motor bearing unit listed

+

Component #2: Pair with ANY Lennox motor bearing unit

+

Component #3: Complete the system with a thermostat or "add-on"

Qualifying System Options

Component #1	Component #2	Component #3	Reimbursement
SLP98V, CBA38MV, SL280V, SLO185V, GWM, EL296V, EL196E, EL280E, CBA27UH, CBA25UHV, MLA, MPB, XP/XC25, XP/XC21, XP/XC20, SL18XP/C1, XP/XC16, EL16XP1, EL16XC1, LRP16, LRP14, MWM, MCF, M22/M33, MMD	ANY Lennox motor bearing unit (DLSC, Elite, and Merit product)	Qualifying Thermostat or System "Add-On"	\$1,050 max

Rebate and Financing Offer

Plan	Description	Promo Rate	Lennox Refund	Dealer Cost
4132	9.99% APR for 120 Months	2.50%	2.50%	0.00%

• Dealers redeem the reduced cost of plan 4132 upfront from Service Finance and will not need to file a financing claim through LennoxPros.com

• To redeem the rebate, submit a claim at lennoxconsumerrebates.com

SELL BETWEEN: January 13, 2020 through February 7, 2020

INSTALL BY: February 14, 2020

SUBMIT CLAIMS BY: February 28, 2020

*Participating in the DLSC/Elite or Additional System Financing Offers is in lieu of the cash rebate. For more details on eligibility requirements, please reference the promotional guidelines.

PROMOTIONAL GUIDELINES



TRUST | INNOVATION | QUALITY

WINTER 2020

Promotion Dates:

This promotional offer applies to:

- Qualifying product(s) purchased by a participating Lennox dealer between January 13, 2020, and February 7, 2020, and installed by February 14, 2020.
- Financing and rebate claims submitted by February 28, 2020.

Dealer Eligibility:

To participate in this offer, dealers must have purchased a Full Service Premium or Self Service 2020 CAP Package. No portion of this promotional offer will be charged by the dealer to the homeowner.

Homeowner Eligibility:

Purchases of qualifying product(s) must be made by the individual receiving the rebate.

Exclusions:

- This promotional offer applies to residential applications only. Commercial installations, homebuilder or contractor purchases for new construction, homeowner upgrades through homebuilder or contractor, or installations in multi-family dwellings, or any dwelling other than a single-family residence do not qualify.
- This promotional offer is not valid for purchases made through retail partners, including but not limited to Costco Wholesale, The Home Depot, or Lowe's Home Improvement.
- This promotional offer cannot be combined with any other Lennox consumer promotional offer.

Product Availability:

Only equipment and systems listed on promotion are eligible for this promotional offer and are subject to availability. New products are subject to availability in certain markets. Multiple qualifying products may be sold within an individual family or household.

Acceptable Product Substitutes:

The following product substitutes are eligible for the Winter 2020 Consumer Promotion. Products are subject to availability.

- CBA38MV substitutes: CBX40UH and CBX32MV
- EL16XC1 substitute: XC14

System Eligibility Requirements:

- All Lennox system rebates require a qualifying indoor unit, outdoor unit, and either a system add-on or a qualifying thermostat.
- Exception: System add-ons are eligible for rebate when purchased with a packaged unit.
- System add-on options: iComfort® S30, iComfort® E30, iComfort® M30, PureAir™S, PureAir™, iHarmony®.
- System add-on options do not qualify for an individual rebate and cannot be combined with individual unit offers.
- Qualifying thermostats: iComfort® S30, iComfort® E30, iComfort® M30, CS7500, CS5500, Honeywell Programmable, Nest, Emerson Programmable, and Ecobee.
- Third-party thermostats must be purchased through Lennox.
- Thermostat serial numbers are required for claim entry.

Lennox Visa Prepaid Card:

After the rebate claim is audited, approved, and paid:

- Lennox will bill the dealer its portion of the rebate based on the dealer's CAP package level.
- Rebates will be issued in the form of a Visa Prepaid card sent directly to the purchasing homeowner.
- Cards are valid for 12 months from the date of issue.
- Please allow two to four weeks for Lennox Visa Prepaid card processing after claim has been properly submitted, processed, and approved.
- See card FAQs for more details.

Financing Reimbursement:

After the financing claim is audited, approved, and paid:

- Lennox will credit the dealer's account an amount equal to the Lennox buy-down portion of the loan financed.
- Maximum reimbursement for each winter financing claim is \$1,050
- If multiple systems are sold, key in 2 separate claims to maximize reimbursement

SELL BETWEEN: January 13, 2020 through February 7, 2020

INSTALL BY: February 14, 2020

SUBMIT CLAIMS BY: February 28, 2020

Disclaimer: Lennox reserves the right to cancel or change this promotional offer at any time. By participating in this promotional offer, the dealer agrees to be responsible for compliance with the terms and conditions of this promotional offer, along with all applicable laws, rules, and regulations in connection with dealer's participation. The Visa prepaid card can be used anywhere Visa cards are accepted worldwide. The Visa card is issued by Peoples Trust Company pursuant to licence by Visa Int. *Trademark of Visa International Service Association and used under licence by Peoples Trust Company.

CLAIM SUBMISSION



TRUST | INNOVATION | QUALITY

WINTER 2020

Claim Submission:

- Claims must be submitted online by the claim submission date. Failure to do so will result in the claim being declined and subject to the submitting dealer's expense.
- Homeowners are responsible for rebate claim entry; dealers are responsible for financing claim entry.
- Claims paid on returned products may be subject to reversal
- Incomplete, illegible, early, or late submissions will be declined.
- Lennox is not responsible for lost or missing paperwork.
- Lennox reserves the right to request additional information to validate a claim and to inspect any installation that is a part of this promotional offer.
- Claim review will not begin until Lennox receives all proper documentation.

Rebate Claims:

Rebate claims must be entered online at lennoxconsumerrebates.com.

Financing Claims:

- Dealers must enter financing claims online via LennoxPros.com > Sales Tools > Consumer Rebates > Check Claim Status/Enter Dealer Claims
- Financing offers are available exclusively through Service Finance Company (SFC) and only when financing Lennox products. CAP Dealers eligible for Lennox WINTER 2020 Consumer Promotion must be enrolled with SFC to participate in this consumer financing offer.
- Homeowners must be approved for financing by SFC. The dealer is funded by SFC for each qualifying job, less any noted financing cost.
- All jobs must be funded by February 21, 2020.
- To ensure maximum reimbursement per system, please key each system in as a separate claim.
- Please allow two to three weeks for credit to appear on the dealer's account after claim has been approved.

Promotion Claim Documentation:

A homeowner invoice is required for each claim submission and should be attached online at the time the claim is entered. Additional documentation is required for financing claims, including a copy of the SFC funding statement.

Invoice to Homeowner:

The following must be included on the invoice in order for the claim to be processed:

- Dealer name and address
- Invoice number
- Homeowner name and installation address
- All model numbers, including those for thermostats
- Serial numbers of the products being claimed (equipment sticker is acceptable)
- Date of installation (do not use dealer invoice date or paid date if it is not the same as the installation date)

Completing the Claim:

- Please fill out the claim(s) in entirety. Failure to do so could delay rebate or financing credit processing.
- If there is an error with the claim and additional information is required, 360Insights will send an email:
 - For rebates: to the homeowner notifying them of the error (homeowner email is required for claim status notification).
 - For financing: to the Lennox dealer notifying them of the error (dealer email is required for claim status notification).

Claim Status:

Dealers can view claim status on LennoxPROs.com at Sales Tools > Consumer Rebates > Check Claim Status. If a claim needs further follow-up, the email address provided upon claim entry will receive a weekly email until the information is provided or until the promotion paperwork end date.

SELL BETWEEN: January 13, 2020 through February 7, 2020

INSTALL BY: February 14, 2020

SUBMIT CLAIMS BY: February 28, 2020

Disclaimer: Lennox reserves the right to cancel or change this promotional offer at any time. By participating in this promotional offer, the dealer agrees to be responsible for compliance with the terms and conditions of this promotional offer, along with all applicable laws, rules, and regulations in connection with dealer's participation. The Visa prepaid card can be used anywhere Visa cards are accepted worldwide. The Visa card is issued by Peoples Trust Company pursuant to licence by Visa Int. *Trademark of Visa International Service Association and used under licence by Peoples Trust Company.

LENNOX VISA® PREPAID CARD FAQs

At what type of merchants can I use my card?

You may use your Lennox Visa Prepaid card at any physical merchant locations, online, over the phone, and for mailed payments. Many online merchants perform address, ZIP code, and/or name verification. If your current personal information is not associated with the card, you may update your profile at the website listed on the back of your card.

Where can I use my card?

Use your Visa Prepaid card anywhere Visa is accepted in the U.S. Please note that some merchants may choose not to accept foreign currency at their own discretion. If this occurs, pay for your purchase with another form of payment and use your card at a different merchant.

Do the funds on my card expire?

The Lennox Visa Prepaid card has an expiration date of 12 months from the date of issue.

How do I check my balance without being charged a fee?

Your card balance may be checked for free by logging on to PrepaidCardStatus.com or by calling 1.866.230.3890.

Can I get cash from an ATM or bank?

You cannot use your card at an ATM or bank to receive cash. The Lennox Visa Prepaid card can be used for any transaction or purchase that you would normally make using cash. The largest card-usage categories currently include shopping, food and dining, travel, utilities, and entertainment.



Can my card be used for “pay at the pump” gasoline transactions?

Present your card to an attendant inside the gas station. Your card will not work if you try to pay at the pump.

What should I do if my card is lost or stolen?

Report a compromised card by calling cardholder services at 1.866.230.3809. Your card will be closed and blocked from future purchases. We will reissue you a new card for the unused balance less the card reissue fee of \$12.95.

How do I purchase an item that costs more than the balance on my card?

If your purchase is more than your card balance, first pay the difference with another form of payment, then charge up to the amount of funds available on your Lennox Visa Prepaid card. Not all merchants accept split transactions.

Disclaimer: The Visa prepaid card can be used anywhere Visa cards are accepted worldwide. The Visa card is issued by Peoples Trust Company pursuant to licence by Visa Int. *Trademark of Visa International Service Association and used under licence by Peoples Trust Company.



VISA PREPAID CARD FAQs

Where can I see my transaction history and check my balance?

You can view your transactions and check your balance by visiting the website listed on the back of your card or by calling 1.866.230.3809. Live agents are available 24 hours a day, 7 days a week. You will be able to access your transaction history online and print statements.

I returned an item purchased with my card. When will the credit be reflected on my account?

Even after the balance is depleted, you should keep your card until you know that you will not be returning any of the items purchased with the card. If you do try to return items, the store's policy may require you to present the card used to make the purchase. You should destroy the card once you are sure you no longer need it. Allow five to ten business days for returns to post to your card account.

Can my card ever have a negative balance?

Any authorization request that is greater than your card's available balance will be declined; however, there may be times when a merchant completes a transaction without prior authorization. If an overdraft occurs, you will be required to make a payment to cardholder services to cover the negative amount. Payments should be sent to:

Cardholder Services
P.O. Box 5109
Buffalo Grove, IL 60089



What are the fees associated with using the card?

Please see the Cardholder Agreement for any fees associated with the card. The Cardholder Agreement can be found on the back of your card carrier or at PrepaidCardStatus.com.



WINTER LENNOX NATIONAL CONSUMER PROMOTION CONSUMER REBATE SUBMISSION FORM

Dealer Instructions

Please complete the information below for your homeowner to use to enter their rebate claim at lennoxconsumerrebates.com. Keep a copy for your records.

HOMEOWNER INFORMATION

NAME: _____

MAILING ADDRESS: _____

CITY: _____ STATE/PROV: _____ ZIP/POSTAL: _____

EMAIL ADDRESS: _____

INSTALLATION ADDRESS (IF DIFFERENT FROM MAILING ADDRESS): _____

CITY: _____ STATE/PROV: _____ ZIP/POSTAL: _____

INSTALLATION DATE: _____ HOMEOWNER INVOICE #: _____

Homeowner agrees to submit this rebate online at lennoxconsumerrebates.com by February 28, 2020.

HOMEOWNER SIGNATURE: _____ DATE: _____

Failure to submit this information on time could lead to forfeiture of any rebate amount due.

NOTE: Any communication regarding this claim submission will be sent to the email address provided.

PRODUCT INFORMATION

For additional product, please use a separate form

(Do not enter the letter "S" if it is the first character)

PRODUCT TYPE:	SERIAL NUMBER:	MODEL NUMBER:
Furnace/Air Handler:		
Air Conditioner/Heat Pump:		
Thermostat:		
System Add-On:		

LENNOX DEALER INFORMATION

NAME: _____

MAILING ADDRESS: _____

CITY: _____ STATE/PROV: _____ ZIP/POSTAL: _____

SELL BETWEEN: January 13, 2020 through February 7, 2020

INSTALL BY: February 14, 2020

SUBMIT CLAIMS BY: February 28, 2020